

# Revenue Connect

The business intelligence layer for optimizing revenue and improving client relationship.

**The treasury management team at every financial institution has an essential role to generate revenue and build long term client relationships for commercial and/or small business accounts.**

In this demanding environment, customized relationship pricing with flexible, transparent billing is more critical than ever. For many financial institutions this means modernizing service and price offerings while automating processes with technology.

## A fully integrated and premium data-driven solution

FIS® Revenue Connect is a premium account analysis solution that drives revenue optimization for financial institutions and visibility to their commercial clients throughout the billing process. The full array of pricing strategies and fee calculations facilitates personalized offers while API technology drives automation and workflow providing accurate and clear billing for every service.

Benefits include:

- ✓ **API-enabled** for automated data integration
- ✓ **Document formatter** to create varying statement layouts
- ✓ **Dashboard** based on user profile
- ✓ **Multi-language** user interface display
- ✓ **Cloud native** for reliable processing and scalability
- ✓ **Pricing simulator** to confirm proof of concept
- ✓ **Real-time** reporting and analytics
- ✓ **Multi-currency** processing

## Why Revenue Connect



Maximize revenue



Improve relationship management



Gain operational efficiency



Effectively compete for business

McKinsey estimates  
banks can see  
**5 – 15% growth**  
through granular  
microsegment pricing.

Source: <https://www.mckinsey.com/industries/financial-services/our-insights/firing-on-all-cylinders-in-north-american-commercial-banking>



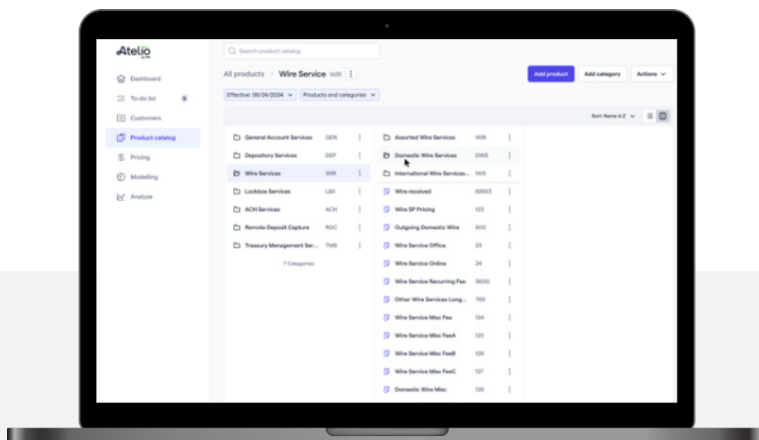
## Maximize revenue

- Enables financial institution to charge completely, correctly, and fairly for all services including granular pricing within a product family. Pinpoint clients, product families and services that are most profitable.
- Detect pricing concessions and fee waivers highlighting lost revenue opportunity.
- Define an unlimited number of services for which your financial institution can charge.
- Easily manage repricing events for products and services.



## Gain operational efficiencies

- Transfer data in real-time with API's, shrinking delays from batch file processing.
- Services activity file transmission can be automatically imported, bulk uploaded or entered online.
- Generate reports and analytics on your data without using a separate tool or interface.
- Apply exception pricing for services at the account level, relationship level or a combination of both.
- Provides automatic reanalysis capabilities resulting in fewer errors and more accurate statements.
- Modeling functionality at the client level allowing "what if" pricing scenarios and the ability to be approved and applied without re-entry.





## Improve relationship management

The relationship management tool in Revenue Connect is used to tie accounts and/or customers together for several purposes:

- Define exception pricing for the relationship.
- Calculate fees and earnings credits for the entire relationship rather than by individual accounts.
- Produce a composite statement for the entire relationship and combine settlement amounts into one customer transaction.
- Display a graphical representation of the relationship, making it easy to understand with color coding and icons.



## Effectively compete for business while building long-lasting relationships

- Strengthen your financial institution-customer relationships by allowing your relationship managers to customize the mix of products and services with flexible pricing calculations and settlement options that are easy to implement responding to customer and market demands.
- Trending insights to services, balances and results through the dashboard.
- Modeling functionality that allows a clear view of the impact of the proposed pricing concession or ECR on a selected account or relationship before applying.

FIS card solutions help move money more effectively.  
Our **technology** powers the global economy across the money lifecycle.



### Money at rest

Unlock seamless integration and human-centric digital experiences while ensuring efficiency, stability, and compliance as your business grows.



### Money in motion

Unlock liquidity and flow of funds by synchronizing transactions, payment systems, and financial networks without compromising speed or security.



### Money at work

Unlock a cohesive financial ecosystem and insights for strategic decisions to expand operations while optimizing performance.

## About FIS

FIS is a leading provider of technology solutions for financial institutions and businesses of all sizes and across any industry globally. We enable the movement of commerce by unlocking the financial technology that powers the world's economy. Our employees are dedicated to advancing the way the world pays, banks and invests through our trusted innovation, system performance and flexible architecture. We help our clients use technology in innovative ways to solve business-critical challenges and deliver superior experiences for their customers. Headquartered in Jacksonville, Florida, FIS is a member of the Fortune 500® and the Standard & Poor's 500® Index.



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